

#### UTAH WIC PROGRAM

Vendor Management

## Interactive Training® for WIC Vendors

Utah WIC Program
\_\_\_(Rev 1/2015)

The Women, Infants and Children Program (WIC) is a special supplemental food program providing nutritious foods that are high in *iron*, *protein*, *calcium*, *and vitamins A*, *C*, and *D*.







The WIC Program serves:

- Pregnant, postpartum, & breastfeeding women
- Infants
- Children up to five (5) years of age



#### WIC participants:

- Must meet income criteria
- Be determined by health professionals to be at nutritional risk

#### The Retailer's Role:

- Provide WIC participants with nutritious food products
- Transact the WIC checks for the specific food items in the sizes and quantities listed on the check

The WIC Program can be a profitable part of the store's business

- Only foods listed in the Utah
   Authorized WIC Food List can be purchased
- A "Special Food Letter" is required for any exceptions
- The food list should be accessible at each check stand
- Cashiers should be familiar with the WIC food items on the authorized list

health.utah.gov/wic

Effective October 2014

## Utah WIC Program



**Authorized WIC Foods** 



Nutrition for Healthy Lives 🐇



#### When "Store brand/Private label" is indicated

- A private label or a store brand must be purchased
- If no store brand or private label is carried by the store, the WIC customer may purchase the cheapest brand name
- For cold cereal and juice, stores must carry a store brand/private label and cannot substitute a name brand

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#### Infant Cereal

Buy: Dry, 8 oz box

Gerber, Beechnut, Parent's Choice, Kroger Comforts

- Oatmeal
- Mixed Grain/Multigrain
- Barley
- Whole Wheat

Do Not Buy: With added formula, fruit, vogurt, probiotics or DHA/ARA; Beechnut Good Morning, organic

#### Baby Food

Buy: Single or mixed fruit and/or vegetables

- 4 oz jar, Stage 2 and 2 1/2 Textures are allowed
- Gerber, Beechnut, Beechnut Goya, Happy Naturals









4 oz 2-packs

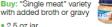
. Target Up & Up

Do Not Buy: Medleys, dinners, delights, custards, cobblers, desserts, organic or added: DHA/ARA, cereal, pasta, rice, meat, sugar, salt

#### Baby Food Meat

Baby food meats are an extra benefit for fully-breastfed infants.

Buy: "Single meat" variety



· Gerber, Beechnut, Happy Naturals

Do Not Buy: Meat sticks, dinners, organic or added: DHA/ARA, pasta, rice, vegetables, sugar, salt

#### Infant Formula

Buy: Size and description as printed on check



#### Milk

Buy: \*Store brand/private label

- · Pasteurized. Size, description, and fat content as printed on check.
- · Lactose-free milk only if printed on check

Do Not Buy: Flavored, Skim Royale/Delight, unpasteurized, raw

#### Cheese

Buy: \*Store brand/private label

- · Block, domestic. May combine different sizes to equal amount printed on check.
- Cheddar (mild. medium. or sharp)
- Colby
- Colby Jack
- Longhorn
- Longhorn Colby
- Monterey Jack
- Mozzarella

Do Not Buy: Deli, sliced, shredded, string, reducedfat, cheese food/spread/product



#### Laas

Buy: \*Store brand/private label

. Large or medium, white

Do Not Buy: Brown, cage-free, omega-3

#### Juice

Buy: \*Store brand/private label

- · Unsweetened, 100% juice; single flavor only
- Size as printed on check
- · Regular flavor or low sodium for tomato/vegetable

Do Not Buy: Refrigerated juices (except orange juice), cocktails, blends, nectars, white grapefruit juice, 59 oz container

Calcium-fortified juice and cranberry juice require a Special Food Letter.

Children: 64 oz container

64 oz refrigerated container for orange juice is allowed



Apple | Grape or White Grape | Tomato



Apple | Grape or White Grape | Pineapple Grapefruit | Orange | Vegetable



Apple | Grape or White Grape | Pineapple | Grapefruit Tomato or Vegetable | Orange



Apple | Grape or White Grape | Tomato or Vegetable | Orange



Apple | Grape or White Grape | Orange | Tomato or Vegetable | Pineapple | White Grapefruit



Apple | Grape or White Grape | Tomato or Vegetable

Women: 12 oz Frozen Juice



Albertsons/Essential Everyday: Apple | Grape | Orange



Kroger: Grape | Grapefruit Pineapple | Orange | Apple





WinCo: Apple | Orange

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#### Fruits & Vegetables



Buy: Dollar amount as listed on cash value voucher

- · Whole, pre-cut or packaged fresh fruits & vegetables
- Fresh salsa without added sugar or oil is allowed
- Organic allowed

Do Not Buy: Frozen, canned, dried, roasted, decorative, packages with dips, dressings, added nuts or noodles, salad bars, party trays, herbs and spices (see below), salsa with sugar or oil, pasteurized salsa, white potatoes (i.e., white, russet, Yukon gold, new, red, blue, purple), mixed vegetables containing white potatoes

The following herbs and spices are not allowed:

Anise, dill, parsley, basil, fenugreek, rosemary, bay leaves, horseradish, sage, caraway, lemon grass, savory, chervil, marjoram, tarragon, chives, mint, thyme, cilantro, oregano, vanilla bean, aloe vera



- 1 lb (16 oz) dry package
- Low sodium allowed
- 15-16 oz can
- Black, Black-eye Peas, Butter Beans, Fat Free Refried Beans, Garbanzo (chickpeas), Great Northern, Kidney, Lentils, Lima, Navy, Pinto, Red, Split Peas, White

Do Not Buy: Added vegetables or fruits, added sugar, fats or oils, flavored, bean soup mix, mayocoba, mixed beans, chili, baked beans, beans with meat, canned green peas, snap beans, green beans, wax beans, any other variety of refried beans

#### Peanut Butter

Buy: \*Store brand/private label

16-18 oz creamy, crunchy,

extra crunchy, reduced fat or natural

Do Not Buy: Added honey/jelly, marshmallows, chocolate, or other similar ingredients, peanut butter spread





Canned fish is an extra benefit for mothers who are fully breastfeeding.

Buy: 5 oz chunk light tuna, pink salmon, or jack mackerel, water or oil packed

- Tuna: \*Store brand/private label
- Salmon: \*Store brand/private label
- Jack Mackerel: \*Store brand/private label

Do Not Buy: Solid white or chunk white albacore tuna; red, blueback, atlantic, or sockeye salmon; low sodium; gourmet; flavored/seasoned; pouches



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#### Cereal

Buy: \*Store brand/private label, (12 oz sizes or larger for cold cereal). Boxes or bags in combinations equal to or less than amount printed on check. May buy infant or hot cereal as part of combination.

Examples of combinations not to exceed 36 oz:



Do Not Buy: Cold cereal box sizes smaller than 12 oz, added fruit, or low sugar

These store brand/private label cereals meet the Federal WIC guidelines for iron and sugar content.



Essential Everyday: Bran Flakes | Nutty Nuggets | Toasted Oats | Frosted Shredded Wheat (bite-size) € | Crunchy Oat Squares (Original Squares | Crunchy Rice Squares | Honey Oats & Flakes (Original or Almonds)







WinCo: Toasted Oats | Corn Flakes | Frosted 



Western Family: Corn Flakes | Frosted Shredded Wheat (bite-size) ∮ | Corn Squares | Rice Squares Crisp Rice | Wheat Squares ♥ | Toasted Oats ♥ Good Choice (Original or Cinnamon)

#### Hot Cereal (Regular flavor only)







Western Family: Creamy Wheat Farina | Instant Oatmeal (packets only)

WinCo: Instant Oatmeal (packets only) €





Kroger: Instant Oatmeal (packets only) Instant Grits Original









Great Value: Instant Oatmeal (packets only) !

Essential Everyday: Instant Oatmeal (packets only)













#### Cream of Wheat: Instant Healthy Grain Cream of Wheat ♥ | Whole Grain Cream of Wheat ♥ | Cream of Wheat Instant | Cream of Wheat 1 Minute | Cream of Wheat 2 1/2 Minutes | Cream of Rice





Hot Wheat | Oat Revolution Oatmeal Packets







Malt-O-Meal: (Bags or Boxes) Malt-O-Meal:

Oat Blenders with Honey (Original or Almonds) Frosted Mini Spooners (Original, Blueberry or Strawberry Cream) | Crispy Rice

Kroger: Rice Bitz | Oat Squares | Toasted Oats

Corn Flakes | Frosted Shredded Wheat (bite-size:

Toasted Oats €

Original Blueberry or Strawberry) € | Nutty Nuggets € Bran Flakes | Honey Crisp Medley (Original or 

Market Pantry: Frosted Shredded Wheat (bite-size; Honey & Oat Mixers (Original or Almonds)

12

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#### Whole Grain Options Whole Wheat Bread

Buy: 100% Whole Wheat Bread, 16 oz





Dunford Bakers: Wheat Bread 16 oz, Multigrain Bread



Smith's: 100% Whole Wheat Round Top Bread



Papa Pita's Bakery: Great Grains 100% Whole Wheat Bread



Sara Lee: Classic 100% Whole Wheat



Franz: 100% Whole Wheat



Wonder: 100% Whole Wheat

 Authorized 100% whole wheat bread from WIC approved vendors with in-store bakeries

Do Not Buy: Buns, rolls, bagels, white bread

#### Brown Rice

Buy: \*Store brand/private label

- 14 oz (Instant only) | 16 oz (Regular, quick-cooking)
- · Regular, quick-cooking, instant

Do Not Buy: Boil-in-bag, ready-to-serve, added flavors/seasonings

#### Whole Wheat Pasta

Buy: \*Store brand/private label

- 16 oz package
- Whole wheat flour and/or whole durum wheat flour must be the only flour ingredients listed



Do Not Buy: Pasta made with white flour or a mix of different types of flour or with added sugars, fats, oils, or salt (sodium)

#### Tortillas (

Buy: Whole Wheat or Corn Tortillas, 16 oz



La Burrita: Yellow Corn



Kroger: Whole Wheat

Guerrero:

White Corn



MiCasa: Whole Wheat



Ortega: Whole Wheat



La Victoria: Whole Wheat



Herdez: Fajita Whole Wheat White Corn





Mission: Whole Wheat or Yellow Corn

Whole Wheat

Carlita:

or Corn











Do Not Buy: White flour tortillas, hard shells, wraps, uncooked

#### **UPC** Database for WIC Foods

- Update UPCs for all authorized WIC food items (remove unauthorized items)
- There may be several brands that are authorized



 If a UPC is not recognized as a WIC item, contact a supervisor if you have questions

## VENDOR PEER GROUPING

- Vendor peer grouping is based on various criteria such as: store type, size, sales volume, and location
- Using a statistical formula, WIC vendors are placed in one of five peer groups
- Peer grouping is used to determine maximum allowable prices and minimum stocking requirements



### VENDOR PEER GROUPING

- Federal cost containment regulations require vendor pricing on WIC foods to be competitive with other vendors in the same peer group
- Your peer grouping can be found on your
   WIC Vendor Agreement

## MINIMUM INVENTORY REQUIREMENTS



- Each retailer must stock a variety of WIC foods in the quantities and sizes specified in the Vendor Agreement
- Stores must acquire additional quantities or brands of infant formula in order to redeem checks within 72 hours of notification of the need
- Refer to the Vendor Agreement to determine the minimum inventory levels for your peer group

#### **AUTHORIZED WHOLESALERS**

- WIC vendors may only obtain infant formula from State approved wholesalers, distributors or retailers
- An approved list is available from the State Agency or on the Utah WIC website



The following are examples of two types of WIC checks...

#### Regular Check

UTAH WIC PROGRAM  UTAH DEPARTMENT OF HEALTH  DIVISION OF FAMILY HEALTH & PREPAREDNESS  BOX 141013 • SALT LAKE CITY, UTAH 84114-1013  VOID IF VENDOR DOES NOT HAVE A VALID UTAH WIC VENDOR AGREEMENT  THIS DOCUMENT HAS A MICROPRINT BORDER AND A WATERMARK. ABSENCE OF THESE WILL INDICATE A COPY.	75-1248 919 Acct #: 80		Jse: 4/1/2014 Jse: 4/30/2014
Clinic ID: 32-23251 Name: Sally Sample	FID: 542081		
1 (16-18 OZ) AUTHORIZED PEANUT BUTTER 1 (14 TO 16-OZ SIZE) AUTHORIZED BREAD OR TORTILLAS OR BROW 2 (GALLON) COW'S MILK - SKIM, 1%, 2% 1 (12OZ) FROZEN CONCENTRATE AUTHORIZED JUICE	N RICE		PAY EXACTLY
		VENDOR NUMBER / DATE USED STAMP	
	Seath.		
	SOLUTRAN	X	
RETAILER: NOT VALID MORE THAN 60 DAYS FROM FIRST DAY TO USE. Payable through Solutran, Citizens Aliance Bank; Howard Lake, MN	55349 Customized Payment Solutions	ENDORSER / PROXY SI	GNATURE

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#### Cash Value Voucher

UTAH WIC PROGRAM  UTAH DEPARTMENT OF HEALTH  DIVISION OF FAMILY HEALTH & PREPAREDNESS  BOX 141013 • SALT LAKE CITY, UTAH 84114-1013  VOID IF VENDOR DOES NOT HAVE A VALID UTAH WIC VENDOR AGREEMENT  THIS DOCUMENT HAS A MICROPRINT BORDER AND A WATERMARK. ABSENCE OF THESE WILL INDICATE A COPY.	75-1248 919 Acct #: 80		Jse: 4/1/2014 Jse: 4/30/2014
Clinic ID: 32-23251 Name: Sally Sample **** MAXIMUM VALUE \$10.00 ****	FID: 542081		
FRESH FRUITS & VEGETABLES ONLY - INVALID FOR MORE THAN N	MAXIMUM VALUE	VENDOR NUMBER / DATE USED STAMP	PAY EXACTLY
This participant's certification ends on 02/28/2023.	SOLUTRAN	X	
RETAILER: NOT VALID MORE THAN 60 DAYS FROM FIRST DAY TO USE. Payable through Solutran, Citizens Alliance Bank, Howard Lake, MN	55349 Cüstomlied Paymont Solutions	ENDORSER / PROXY S	GNATURE

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## When presented with either type of WIC check, ask to see the Utah WIC I.D. Packet

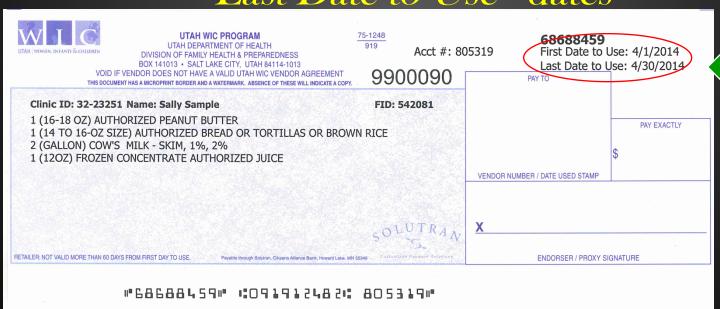
Clinic ID: 32-23251 Name: Sally Sample FID: 542081  **** MAXIMUM VALUE \$10.00 ****	
	PAY EXACTLY
FRESH FRUITS & VEGETABLES ONLY - INVALID FOR MORE THAN MAXIMUM VALUE	\$
VEND	OOR NUMBER / DATE USED STAMP
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UTAH	WOMEN, INFANTS & CHILDREN
	D PACKET MUST BE PRESENTED TO CEIVE AND REDEEM WIC CHECKS
	ser Name(s):
Family	ID#
Particip	oant Names:
1	
2	
4	
	NATURE ON WIC CHECKS MUST
MATCH	HONE OF THE SIGNATURES BELOW
X	
	Endorser Signature
X	
	Alternate Endorser Signature
x	
	Proxy#1 Signature
x	Proxy #2 Signature

## Examine the "First Date to Use" and the "Last Date to Use" dates



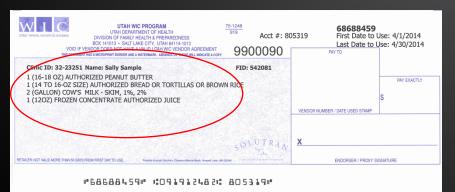
Verify the selected items against each check and the Utah WIC Authorized Foods booklet



utrition for Healthy Lives



- Scan the food listed on the check (each check is a separate transaction)
- The WIC customer is not required to purchase all of the items listed on the check



If the WIC customer wishes
to purchase an item the store
does not have in stock, no
transaction should take place;
no rain checks can be issued

#### **Promotions**

- If there is a "buy one get one free" coupon or sale, the amount of food offered for free is NOT counted against the items on the check
- Stores cannot provide incentive items just to WIC customers that are not provided to other customers

#### WIC Food Items on Sale

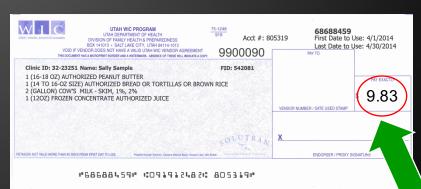
If a WIC food item is on sale, the vendor must allow the WIC client to purchase the item at the sale price



#### Loyalty Cards & Coupons

- Loyalty cards, manufacturer's coupons and store coupons can be used with WIC checks and must be allowed by the retailer
- Sales tax cannot be charged to the WIC
   Program

- After totaling the items on one specific check, write in the numerical total in the "Pay Exactly" box
- The numbers must be
  - legible
- Use a black pen
- No "\$" dollar signs



- If you make a mistake writing the total, cross out the incorrect amount, & write in the corrected amount in the Pay Exactly box (do not use liquid whiteout)
- Make sure the new amount is READABLE!

- Ask the customer to sign the check
- You must witness the signature, and it

must match one of the authorized signatures on the ID Packet

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RETAILER NOT VALID MORE THAN 60 DAYS FROM FIRST DAY TO USE. Physicis through Soldhan, Gibbers Alliance Blank, However Lake, Mini	SOLUTRAN	Joan Babriski

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#### Altered checks

- Cashiers should not accept checks that have been altered in any way
- Checks that have been pre-signed should not be accepted



- A store associate (usually the bookkeeper) will place the vendor number/date stamp on the front of the check before depositing it to the bank
- There can be no handwriting in this box



- If the vendor number or redemption date is not readable the check will not be accepted by the bank
- To correct a stamp imprint error, cover with a white sticker and re-stamp.

## WIC checks cannot be paid with the following redemption errors:

- Checks redeemed prior to the First Date to Use, or after the Last Date to Use,
- Checks missing the total amount
- Checks missing the authorized participant's signature

- Checks that have been altered
- If unauthorized food items were sold to the WIC customer
- Checks being presented at the bank after 60 days from the First Date to Use



# Redemption error examples: Total price written on the check is greater than the maximum value



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## Redemption error examples: Price greater than the value of the food items



All vendors must have a procedure in place to screen WIC checks for errors before they are deposited

- If the WIC check was rejected because of a missing or unreadable vendor/date stamp, the vendor may correct the stamp and redeposit it to the bank without submitting it to the State Agency for validation
- The date stamped must match the date of redemption

If a check is rejected because the purchase price is over the maximum amount, and the vendor wishes the check to be considered for payment, the vendor may mail the check to the State WIC Office

- A copy of the electronic transaction or receipt should be mailed along with the legal copy of the check
- The State Agency may make price adjustments to the total purchase price to ensure compliance

- The State Agency must validate (stamp) the check before the bank will accept it
- Validated checks must be redeposited within sixty (60) days of the "First Day to Use" date

#### DEALING WITH WIC CUSTOMERS

- On occasion, a WIC participant might violate WIC Program requirements or act inappropriately
- The vendor should report any violation of the Utah WIC Program on a business reply card for participant complaints

Stor	re Name WIC ID#
Add	ress
Sign	nature
Che	sck one or more boxes and provide details below:
o	Participant tried to buy unauthorized items with WIC vouchers
	What unauthorized food items did they try to buy?
	Participant tried to request cash in redemption of WIC vouchers or in addition to
_	foods
	Participant tried to return items purchased with WIC vouchers for cash or credit
	Participant was verbally or physically abusive to store employees
	Proxy tried to sign for participant and signatures did not match
	Other problems:
Plea	ase supply the following information from the voucher:
ID N	lumber
Clin	ic Number
Vou	cher Number
Parl	scipant name on the front
Date	and Time of the incident
Det	ails of the incident

### DEALING WITH WIC CUSTOMERS

Discourteous treatment of WIC customers is not allowed.

Please treat your WIC customers with the same courtesy as any other customer would expect to receive

#### DEALING WITH WIC CUSTOMERS

#### Civil Rights

In accordance with Federal law and Department of Agriculture (USDA) policy, WIC is prohibited from discriminating on the basis of race, color, national origin, sex, age or disability



WIC Vendors are held to this same standard

#### WIC Acronym & Logo

- The WIC acronym and logo may not be used by the vendor unless approved by the State Agency
- Stores may not use the acronym or logo in store signs or ads
- WIC channel strips or shelf talkers require
   State Agency approval before use

- The State Agency is required to conduct Compliance Purchases (secret shopper)
- Investigators posing as WIC participants will check to see if stores allow WIC violations to occur.
- Stores may be chosen at random or based on high risk criteria including excessive redemption errors
- A pattern of violations may result in disqualification

#### Federal and State Sanctions

The store can be held accountable for all actions of its owners, managers, and employees who commit WIC violations



#### Disqualification from WIC And SNAP

(the Supplemental Nutrition Assistance Program also known as Food Stamps)

The State agency will disqualify a vendor who has been disqualified from SNAP

Federal Mandatory disqualification periods apply to the following WIC violations:

- Trafficking in WIC checks buying or selling checks for cash
- Selling firearms, ammunition, explosives, or controlled substances for WIC checks
- The sale of alcohol or tobacco in exchange for WIC checks;

- A pattern of claiming reimbursement for the sale of food which exceeds the store's documented inventory of that food;
- A <u>pattern</u> of vendor overcharges;
   (intentional or unintentional)

- A pattern of receiving, transacting and/or redeeming WIC checks outside of authorized channels, including the use of an unauthorized vendor and/or an unauthorized person;
- A pattern of charging for supplemental food not received by the participant; or

 A pattern of providing credit or non-food items in exchange for WIC checks

(No returns or exchanges of WIC foods)



A pattern of providing <u>unauthorized</u> food items in exchange for WIC checks, including charging for supplemental foods provided in excess of those listed on the check



#### State Agency Violation Points and Sanctions

 State Agency violation points can be assigned for each violation which is documented.

#### State Agency Violation Points and Sanctions

- State Agency violation points are cumulative
- Violation points will be removed two (2) years after the date of the violation.

#### State Agency Violation Points and Sanctions

 Food vendors may be subject to violation points in addition to monetary claims for improper or overcharged WIC checks



#### State Agency Violation Points and Sanctions

- Sanctions are based on the number of points accumulated for one or more violations
- Excessive violation points may result in vendor disqualification or monetary penalties
- See the Utah WIC Vendor Agreement, or Vendor Training Manual for list of violations and point values

### WIC TRAINING

All store employees who handle WIC transactions must be trained before serving customers and yearly thereafter

- This includes cashiers, bookkeepers and management
- WIC provides training materials including manuals and videos
- WIC sends out memos about changes
- See the Utah WIC web site at: www.health.utah.gov/wic

### QUESTIONS OR CONCERNS

WIC Program
P.O. Box 141013
SLC, UT 84114-1013

1-877-WIC-KIDS www.health.utah.gov/wic

